

JAFRA

OCTOBER 2026



THE PURPLE GUIDE

Lead and build a
beautiful business



THE FREEDOM TO BE YOU STARTS HERE

FOR 70 YEARS

JAFRA has helped people turn passion into possibility.

Built on beauty, connection, and entrepreneurship, JAFRA gives you more than products, JAFRA gives you the opportunity to create something that's yours.

Whether you're looking for extra earnings, more flexibility, personal growth, or a business you can build over time, JAFRA meets you where you are and grows with you.

AT JAFRA YOU'LL FIND THE BEST IN:

✓	PRODUCTS
✓	PROGRAMS
✓	TOOLS
✓	COMMUNITY

All programs & rewards are subject to change. Learn more about commission on team sales and commission on personal sales on pages 30-31. New Consultants achieve qualification based solely on their personal retail sales and not through any other activity. Always refer to the digital Purple Guide on JAFRA.com for the most current and up-to-date information, as content may be updated periodically.

PRODUCTS

PRODUCTS PEOPLE LOVE

Beauty people trust. Results they share.
Products they come back for.

FOR EVERY CUSTOMER

Skincare. Fragrance. Makeup. Personal care.
Beauty with benefits at every age and every stage.

BUILT TO GROW WITH YOU

More innovation. More benefits.
More conversations. More opportunities.

WITH BEAUTY THAT CREATES OPPORTUNITY

When customers love what they discover,
they come back for more—and share it with others.

That's the power of JAFRA.

Generating sales compensation as a JAFRA Consultant requires time, effort, and dedication. Your success will also be influenced by your skills, talents, and leadership abilities. Please note that financial success is not guaranteed, and results may vary significantly among participants.

WITH THE JAFRA INCENTIVE PROGRAMS

Enjoy and sell great products with great savings!

CHOOSE HOW YOU WANT TO EARN:

SELL PRODUCTS

Become a JAFRA Consultant
Save **40-50%** on personal orders
and earn from your sales.

Great
earnings!

BUILD A TEAM

Become a Leader of Consultants
Become a Team Leader and earn
8 or 12% commission on team sales.

Better
earnings!



GROW LEADERS

Become a Leader of Leaders
Develop Leaders and earn
up to 22% commission across
expanding teams.

The Best
earnings!



PLUS: Earn JAFRA Rewards points, unlock VIP perks,
qualify for trips & recognition, and MORE!

More sales → more rewards → more opportunities

EARN MORE AS YOU GROW

NEW CONSULTANTS

45% OFF PERSONAL ORDERS
FOR THEIR FIRST 3 MONTHS

UNLOCK 50% OFF*:

MONTH 1

Reach \$400 retail sales



get 50% OFF Month 2

MONTH 2

Reach \$400 retail sales



get 50% OFF Month 3

MONTH 3

Reach \$400 retail sales



get 50% OFF Month 4
as a VIP
(check pages 6-7)

JAFRA CONSULTANTS & LEADERS

**50%
OFF**

UNLOCK BY ANY ONE OF THESE:

- Sponsor 1 direct Qualified New Consultant (QNC) with \$200 or more in retail sales in the previous month.
- Become a VIP (\$400+ in personal retail sales each month, for 3 consecutive months)

**45%
OFF**

- Maintain \$200+ in personal retail sales each month, for the last 3 consecutive months

**40%
OFF**

- Standard Consultant discount

All programs & rewards are subject to change.

*Must reach \$400 retail in the month you join and each consecutive month to get 50% discount.

WELCOME TO THE 50% CLUB:

EXCLUSIVE PERKS FOR OUR VIPS!

HOW DO YOU BECOME A VIP?

HAVE THREE CONSECUTIVE MONTHS OF \$400 OR MORE IN PERSONAL RETAIL SALES EACH MONTH:

MONTH 1	MONTH 2	MONTH 3	MONTH 4	50% discount on personal retail sales
\$400	\$400	\$400	You're in the VIP Club!	

START ENJOYING ALL OF THE CLUB'S BENEFITS ON THE 1ST OF THE FOLLOWING MONTH.

Plus, the first time you become a VIP you'll get a VIP Welcome Gift in Month 4, with any size order! Gift includes a JAFRA Cosmetics Bag, VIP Pin, and JAFRA Royal Revitalize products.



	3 consecutive months of \$400 in personal retail sales.	Be a VIP for 6 consecutive months.	Be a VIP for 9 consecutive months.	Be a VIP for 12 consecutive months.
BENEFITS	VIP	VIP PLUS	VIP GOLD	VIP ROYAL
JAFRA Rewards Points (See page 23 for details)	✓	✓	✓	✓
50% Discount	✓	✓	✓	✓
Welcome Gift for first-time VIPs	✓			
Access to VIP Shop	✓	✓	✓	✓
Can buy 1 of each New Consultant Pack every quarter*	✓	✓	✓	✓
Early Access & Discounts on New Products	✓	✓	✓	✓
Free Brochures each month**	✓	✓	✓	✓
Exclusive VIP Meeting	✓	✓	✓	✓
25% off admission to National Convention			✓	✓
A Royal Gift*** - retail value \$200+				✓
Bonus Month for Incentive Trip Qualifications				✓

*VIPs may purchase one of each New Consultant Pack each quarter. **Free brochures will be dropped in their first order placed from the 2nd to the 15th of the month, while supplies last. ***Royal Gift will be included in their order placed in the month following their VIP Royal status achievement. Royal Gift is subject to change. All VIPs must maintain VIP Status on a monthly basis in order to have access to the VIP Shop/perks. JAFRA reserves the right to substitute products with ones of greater or equal value. Products are non-exchangeable. All programs & rewards are subject to change.



READY TO GO FROM A CONSULTANT TO A

LEADER OF CONSULTANTS?

HERE'S HOW TO PROMOTE TO TEAM LEADER

Complete the steps below in your qualifying month:

STEP
1

SELL

Achieve:
✓ \$200 or more in your own
Personal Retail Sales



STEP
2

BUILD YOUR TEAM

Sponsor:
✓ 5 or more Direct Qualified Ordering Consultants
(each with \$200+ Personal Retail Sales)
✓ At least 1 must be a Qualified New Consultant

STEP
3

GROW TOGETHER

Reach:
✓ \$1,200 or more in Central Branch Retail Sales

Congratulations, your team
becomes your Central Branch!

When you become a **TEAM LEADER**

Earn **8% or 12%** commission on your sales & your team's sales. PLUS, earn 12% on your pre-branch sales in your qualifying month.

Your team is now
known as your
Central Branch.



You \$200

**Central
Branch**



\$200



\$200



\$200



\$200



\$200

At least 1 Consultant
has to be a direct
Qualified New
Consultant* in the
qualifying month

Direct Consultants

*Qualified New Consultant (QNC): A New Consultant who reaches \$200 or more in Personal Retail Sales in the month they join.

TEAM LEADER SUPPORT

You're never alone on your leadership journey, we're here to support you every step of the way! Access key reports, resources, and onboarding designed to help you grow your team with confidence. Simply scan the QR codes below to get started.



SCAN HERE TO SEE
YOUR TEAM LEADER
TOOLKIT: 5 REPORTS
& RESOURCES TO
USE TODAY



SCAN HERE TO
COMPLETE YOUR
NEW TEAM LEADER
ONBOARDING.

Your Commission is calculated on your Team's Wholesale Sales multiplied by your achieved commission percentage. All programs and rewards are subject to change. For Title Maintenance Requirements see pages 30-31.



GROW LEADERS. GROW YOUR OPPORTUNITY. BECOME A LEADER OF LEADERS

When you develop Leaders, your opportunity grows
beyond your personal team.

Promote to Supervisor or higher and earn even more
from your team, their teams, and all their sales!

HOW IT WORKS:

1 BUILD YOUR TEAM

Start by growing your personal team of Consultants.

2 DEVELOP LEADERS

When team members become Leaders, your
organization expands.

3 EXPAND YOUR EARNING POTENTIAL

As Leaders develop Leaders, you unlock additional
generations and higher commission opportunities.

EXPAND YOUR JOURNEY TO NEW HEIGHTS

TITLE	DIRECT BRANCHES IN CENTRAL DISTRICT	CENTRAL BRANCH COMMISSIONS	Generations you can earn commissions on
ROYAL AMBASSADOR	26 or more	16% or 22%	Up to 7 or more
GOLD AMBASSADOR	20-25	15% or 20%	6
AMBASSADOR	15-19	14% or 19%	5
GOLD DIRECTOR	10-14	13% or 18%	4
DIRECTOR	7-9	11% or 17%	3
GOLD SUPERVISOR	4-6	10% or 15%	2
SUPERVISOR	1-3	9% or 13%	1

To see what you can earn on your additional generations, see page 13

TO QUALIFY EACH MONTH

Team Leaders - Royal Ambassadors, must have:

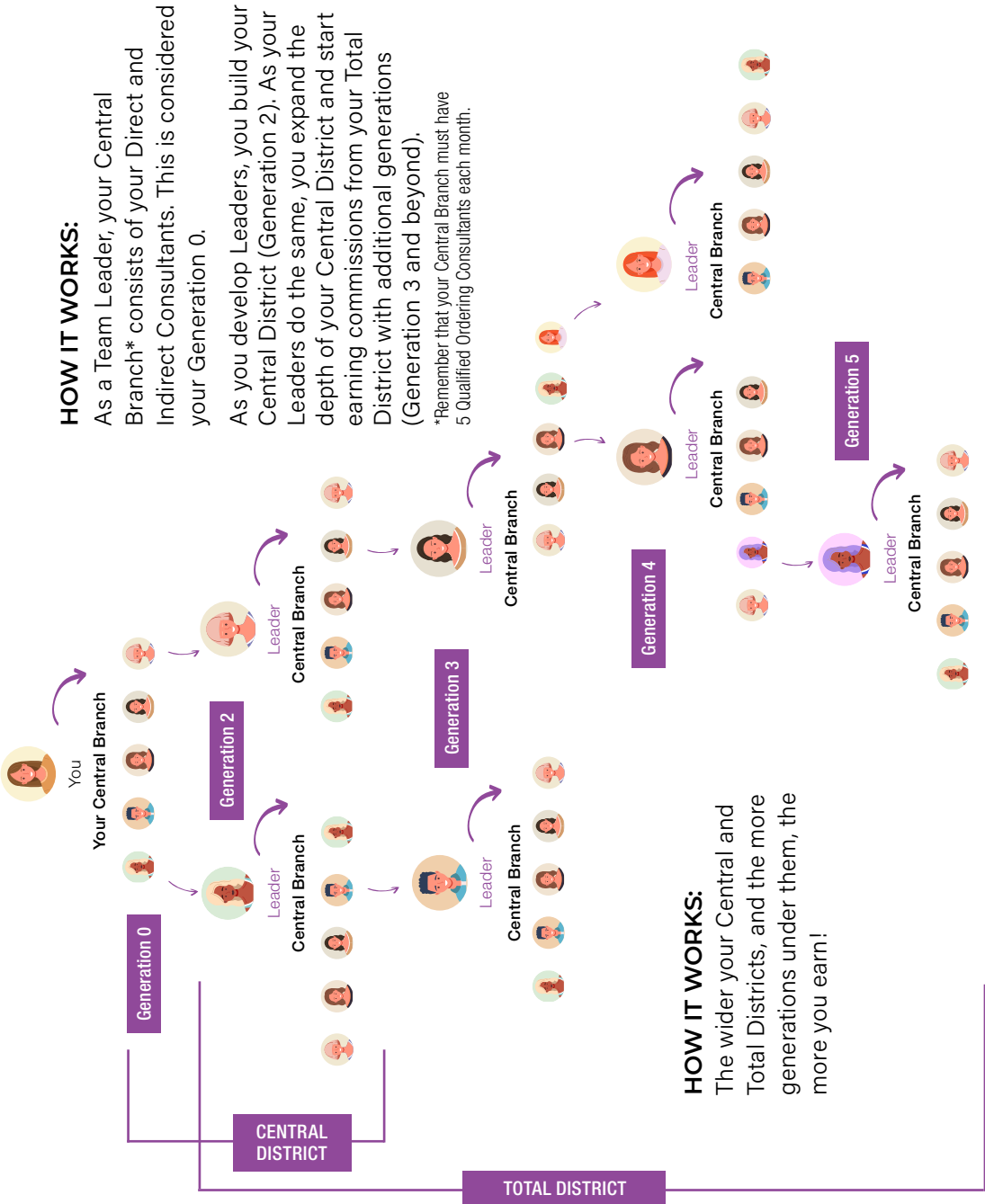
- \$200 or more in their own Personal Retail Sales
- 5 or more Ordering Consultants, each with \$200 or more in Personal Retail Sales
- \$1,200 or more in Central Branch Retail Sales

HIGH COMMISSION REQUIREMENTS

- Team Leaders to Gold Supervisors must grow their Central Branch by adding 1 or more directly sponsored and 1 or more indirectly sponsored Qualified New Consultant OR reach \$2,800 or more in monthly retail sales in their Central Branch.
- Directors to Royal Ambassadors must have 50% or more of their directly promoted Leaders personally sponsor 1 or more Qualified New Consultants with \$200 or more in personal retail sales.

Generating sales compensation as a JAFRA Consultant requires time, effort, and dedication. Your success will also be influenced by your skills, talents, and leadership abilities. Please note that financial success is not guaranteed, and results may vary significantly among participants. All programs and rewards are subject to change. For Title Maintenance requirements, please refer to pages 30-31.

LEADER OF LEADERS



HOW IT WORKS:
The wider your Central and Total Districts, and the more generations under them, the more you earn!

Generating sales compensation as a JAFRA Consultant requires time, effort, and dedication. Your success will also be influenced by your skills, talents, and leadership abilities. Please note that financial success is not guaranteed, and results may vary significantly among participants. All programs and rewards are subject to change.

	Consultant	Team Leader	Supervisor	Gold Supervisor	Director	Gold Director	Ambassador	Gold Ambassador	Royal Ambassador
Number of Qualified Ordering Consultants* required		You + 5	You + 5	You + 5	You + 5	You + 5	You + 5	You + 5	You + 5
Minimum Central Branch Retail Sales required in the evaluated month		\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Required Direct Branch(es) in the Central District		0	1-3	4-6	7-9	10-14	15-19	20-25	26 or more
Generation 0: Central Branch		8% or 12%	9% or 13%	10% or 15%	11% or 17%	13% or 18%	14% or 19%	15% or 20%	16% or 22%
Generation 2: Directly Promoted Branches			8% or 10%	9% or 11%	10% or 12%	11% or 14%	12% or 16%	13% or 18%	14% or 20%
Generation 3: First Line Indirect Branches				2% or 4%	3% or 5%	4% or 6%	5% or 7%	6% or 8%	7% or 10%
Generation 4: 2nd Line Indirect Branches					2% or 3%	3% or 4%	4% or 5%	5% or 6%	6% or 8%
Generation 5: 3rd Line Indirect Branches						1% or 2%	2% or 3%	3% or 4%	4% or 5%
Generation 6: 4th Line Indirect Branches							1% or 2%	2% or 3%	3% or 4%
Generation 7: 5th Line Indirect Branches								1% or 2%	2% or 3%
Generation 8+: 6th Line and Beyond Indirect Branches									0% or 1%
Rewards Points	✓	✓	✓	✓	✓	✓	✓	✓	✓
Life Insurance**					✓	✓	✓	✓	✓
Legacy Program**					✓	✓	✓	✓	✓
Car Allowance**					✓	✓	✓	✓	✓
Car Program**									✓

*Qualified Ordering Consultant: Consultant with Personal Retail Sales of \$200 or more in the month. ** See JAFRA.com for details.

Your Commission is calculated on your Team's Wholesale Sales multiplied by your achieved commission percentage. All programs and rewards are subject to change. Commission percentages shown represent the minimum and maximum amounts that can be earned. The maximum amounts are contingent upon meeting the Central Branch requirements and the High Commission requirements. For Title Maintenance requirements, please refer to pages 30-31. Always refer to the digital Purple Guide on JAFRA.com for the most current and up-to-date information, as content may be updated periodically.

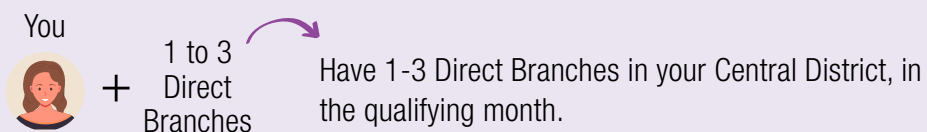


SUPERVISOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND 1 GENERATION DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	9%	13%
Generation 2 Central District	8%	10%

HERE'S HOW TO PROMOTE TO SUPERVISOR

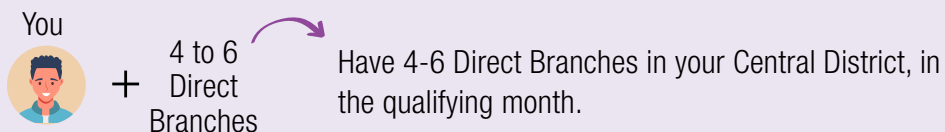


GOLD SUPERVISOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 2 GENERATIONS DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	10%	15%
Generation 2 Central District	9%	11%
Generation 3 Total District	2%	4%

HERE'S HOW TO PROMOTE TO GOLD SUPERVISOR

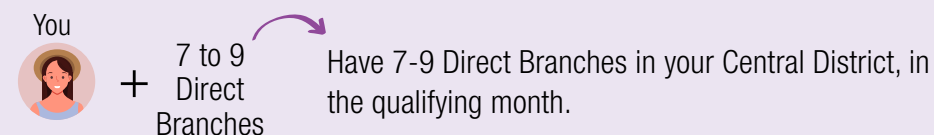


DIRECTOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 3 GENERATIONS DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	11%	17%
Generation 2 Central District	10%	12%
Generation 3 Total District	3%	5%
Generation 4 Total District	2%	3%

HERE'S HOW TO PROMOTE TO DIRECTOR

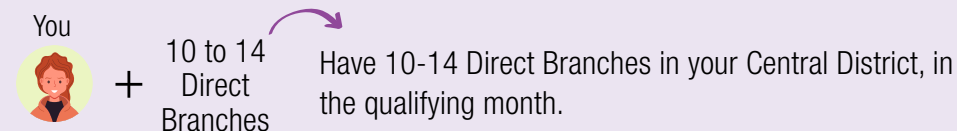


GOLD DIRECTOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 4 GENERATIONS DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	13%	18%
Generation 2 Central District	11%	14%
Generation 3 Total District	4%	6%
Generation 4 Total District	3%	4%
Generation 5 Total District	1%	2%

HERE'S HOW TO PROMOTE TO GOLD DIRECTOR

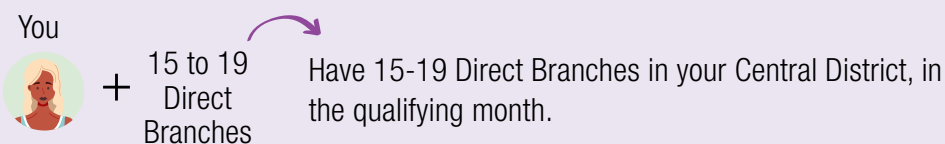


AMBASSADOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 5 GENERATIONS DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	14%	19%
Generation 2 Central District	12%	16%
Generation 3 Total District	5%	7%
Generation 4 Total District	4%	5%
Generation 5 Total District	2%	3%
Generation 6 Total District	1%	2%

HERE'S HOW TO PROMOTE TO AMBASSADOR

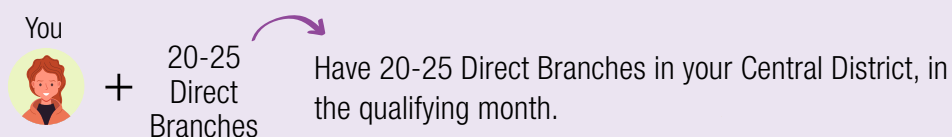


GOLD AMBASSADOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 6 GENERATIONS DEEP

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	15%	20%
Generation 2 Central District	13%	18%
Generation 3 Total District	6%	8%
Generation 4 Total District	5%	6%
Generation 5 Total District	3%	4%
Generation 6 Total District	2%	3%
Generation 7 Total District	1%	2%

HERE'S HOW TO PROMOTE TO GOLD AMBASSADOR



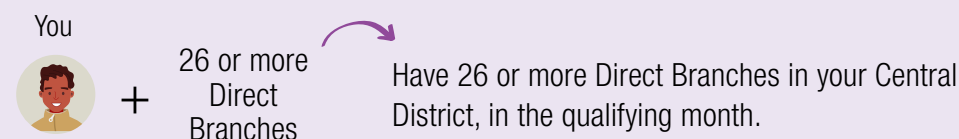
As a Royal Ambassador you've reached our highest title and the ultimate milestone in leadership, growth, and success. Your achievement inspires us all!

ROYAL AMBASSADOR

EARN COMMISSIONS ON YOUR CENTRAL BRANCH AND UP TO 7 GENERATIONS AND BEYOND

	COMMISSION	HIGH COMMISSION
Generation 0 Central Branch	16%	22%
Generation 2 Central District	14%	20%
Generation 3 Total District	7%	10%
Generation 4 Total District	6%	8%
Generation 5 Total District	4%	5%
Generation 6 Total District	3%	4%
Generation 7 Total District	2%	3%
Generation 8+ Total District	0%	1%

HERE'S HOW TO PROMOTE TO ROYAL AMBASSADOR



PLUS!

TRIPS, INCENTIVES, RECOGNITION, AND MORE!



Recognition

Celebrate with everyone during our annual Recognition at the biggest event of the year!



Trips & Retreats

There are multiple ways to have the opportunity to travel with JAFRA!



Earn the Incentive Trip to experience an epic adventure.



Join us at one of our Leadership Retreats to help you reach your goals.



National Convention

Join us at our National Convention where you will meet other JAFRA Consultants, participate in exclusive workshops, see & try our newest product innovations, and hear from world-class keynote speakers.

During 2025, 0.28% of the Consultant Base earned the Incentive Trip offered by JAFRA. All programs and rewards are subject to change. Generating sales compensation as a JAFRA Consultant requires time, effort, and dedication. Your success will also be influenced by your skills, talents, and leadership abilities. Please note that financial success is not guaranteed, and results may vary significantly among participants.

DIRECTORS AND ABOVE EXTRAS!



LIFE INSURANCE

DIRECTORS TO ROYAL AMBASSADORS are eligible for life insurance benefits paid for by JAFRA.

JAFRA LEGACY PROGRAM

DIRECTORS TO ROYAL AMBASSADORS are offered the unique opportunity to transfer their JAFRA legacy to a loved one.



CAR ALLOWANCE BONUS

DIRECTORS TO ROYAL AMBASSADORS can participate to earn a car allowance bonus.

CAR PROGRAM

ROYAL AMBASSADORS have the opportunity to participate in the Car Program, where they can drive a Mercedes-Benz®.



JAFRA REWARDS

Earn points for all your activities at JAFRA when you shop and build your business. With different levels and hundreds of rewards to choose from.



Track points in your virtual office. To see all points levels and full rewards catalog, scan the QR code or visit JAFRA.com

100 POINTS



300 POINTS



400 POINTS



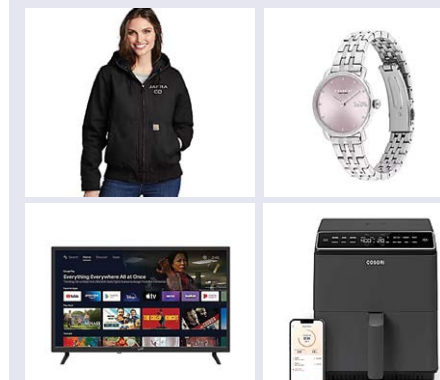
700 POINTS



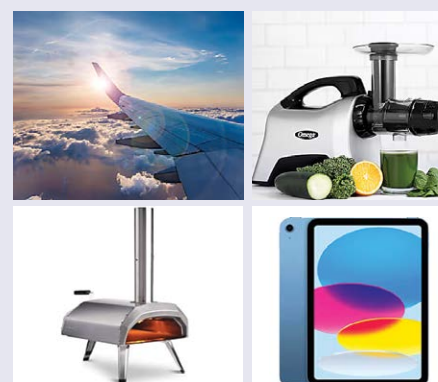
900 POINTS



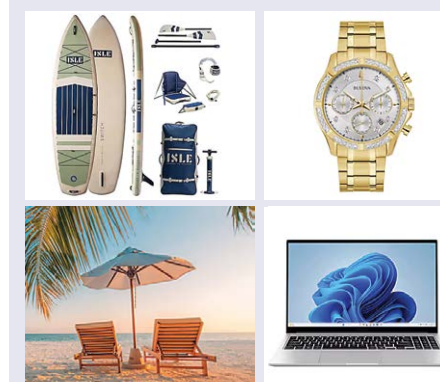
1,500 POINTS



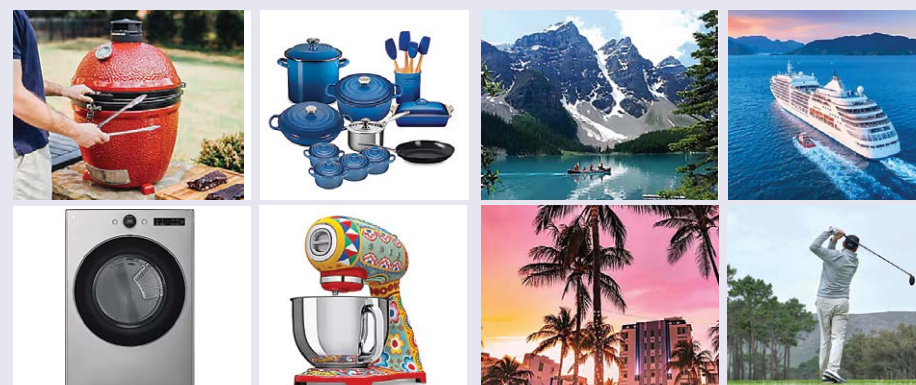
3,500 POINTS



8,000 POINTS



12,500 POINTS





JAFRA REWARDS

Here you can see the number of points you can earn from each activity. Once you've accumulated your points, you can redeem them at jafra.com.

POINTS FOR CONSULTANTS

More sales. More sponsoring. More rewards! Earn points from your monthly personal retail sales and sponsoring activity.

SELL & SPONSOR*

Monthly Personal Retail Sales	QUALIFIED NEW CONSULTANTS IN THE MONTH**			
	0	1	2	3+
\$600 or more	100 JR	200 JR	400 JR	600 JR
\$500	60 JR	175 JR	350 JR	450 JR
\$400	30 JR	150 JR	300 JR	400 JR
\$300	15 JR	125 JR	250 JR	350 JR
\$200	5 JR	100 JR	200 JR	300 JR

*Rewards points for the category of Sell & Sponsor cannot be earned by Team Leaders or above. **A Qualified New Consultant (QNC) is a Consultant with \$200 or more in retail sales in the month they join.

JR = JAFRA REWARDS POINTS



Track points in your virtual office. To see full rewards catalog, scan QR code. See JAFRA Rewards Program rules on page 25.

POINTS FOR NEW CONSULTANTS

Kickstart your journey with bonus points! As a New Consultant, you'll earn additional extra points during your first 3 months!

POWER START

First 3 Months	Multiply the points you earn each month
1st month	x1
2nd month	x2
3rd month	x3

EXAMPLE:

1st month earn 30 points x1 (additional 30 points) = **60 pts**
2nd month earn 30 points x2 (additional 60 points) = **90 pts**
3rd month earn 30 points x3 (additional 90 points) = **120 pts**

POINTS FOR VIPS

Be rewarded for your consistency when you stay in the VIP Club.

					
First, become a VIP. Then maintain your VIP status to earn JAFRA rewards points.	50 POINTS Be a VIP each month for 3 consecutive months.	100 POINTS Be a VIP each month for 6 consecutive months.	200 POINTS Be a VIP each month for 9 consecutive months.	300 POINTS Be a VIP each month for 12 consecutive months.	50 POINTS Each month you're a VIP after 13+ consecutive months.

VIP points are not cumulative.



JAFRA REWARDS

POINTS FOR NEW TEAM LEADERS

First-time New Team Leaders can earn points when they qualify and continue to build their Team.

Month	Milestone	Points		
Month 1	Qualifying as a Leader	500 JR		
Month 2	Building Your Team	Qualified Ordering Consultants*		
		5 - 6	7 - 9	10 or more
		200 JR	600 JR	1,200 JR
Month 3	Growing Your Team	Qualified Ordering Consultants*		
		7 - 9	10 - 12	13 or more
		400 JR	800 JR	1,400 JR

*Qualified Ordering Consultant: Consultant with Personal Retail Sales of \$200 or more in the month.

POINTS FOR TEAM LEADERS – ROYAL AMBASSADORS

Earn points when you and your team sponsor Qualified New Consultants.

GROWING YOUR CENTRAL BRANCH**

Qualified New Consultants*** during the Month	Points
10 or more	1,250 JR
7-9	750 JR
4-6	400 JR
1-3	150 JR

Rewards points for the category of Growing your Central Branch can only be earned by Team Leaders & above. *Qualified New Consultant: Consultant with \$200 or more in retail sales in the month they join.



Track points in your virtual office. To see full rewards catalog, scan QR code.

POINTS FOR SUPERVISOR – ROYAL AMBASSADORS

Your New Leaders are helping you earn JAFRA Rewards too, through their Qualified Ordering Consultants.

LEADER DEVELOPMENT

Month	Milestone	Points		
Month 1	Qualifying a New Team Leader	200 JR		
Month 2	New Leaders Growth	Qualified Ordering Consultants*		
		5 - 6	7 - 9	10 or more
		150 JR	400 JR	800 JR
Month 3	New Leaders Growth	Qualified Ordering Consultants*		
		7 - 9	10 - 12	13 or more
		300 JR	600 JR	1,000 JR

*Qualified Ordering Consultants in your New Team Leaders Central Branch, Consultant with Personal Retail Sales of \$200 or more in the month.

Earn points when you advance to a new title for the first time plus, earn additional points each consecutive month you maintain** that title. This is not available for requalified Leaders.

LEVEL UP

Milestone	First Time Title Points	Monthly Points
Royal Ambassador	10,000 JR	2,000 JR
Gold Ambassador	5,000 JR	1,000 JR
Ambassador	3,750 JR	750 JR
Gold Director	2,500 JR	500 JR
Director	2,000 JR	400 JR
Gold Supervisor	1,500 JR	200 JR
Supervisor	1,000 JR	100 JR

**Central Branch Maintenance has been achieved.

JAFRA Rewards Program Rules: Consultants & Leaders can participate in the JAFRA Rewards Points Program. Points are valid for 12 months and will be credited within 3 business days of the following month. To keep your rewards points you must be an Active Consultant (placing at least 1 retail order in the last 4 months). If your status becomes Inactive (no retail order in the last 4 months), you'll forfeit your rewards points. Reward items are subject to availability. If an order is returned, the points earned from that order will be deducted from your balance. All programs and rewards are subject to change.

JAFRA PROVIDES EVERYTHING YOU NEED FOR YOUR BUSINESS



SELLING TOOLS:

Easy-to-share product catalogs and monthly offers that help customers discover and shop.

- Product Catalog
- Monthly Brochure
- Interactive Shareable Brochure

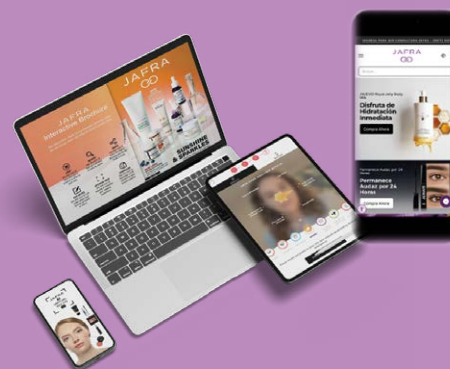


STAY CONNECTED:

With the **Activate Magazine**, your monthly source for what's new, what's next, and what's working.

- Promotions & updates
- Recognition & announcements
- Events & training

Plus, a printed copy of the Activate Magazine will be included in your order, while supplies last!



GROW ONLINE:

Using our powerful Digital Business Tools that help you sell, connect, and grow anytime, anywhere.

- Personal Website
- Business Hub
- Virtual Try-On & AI Tools



GET SUPPORT: You're never building your business alone. We're here with dedicated support and resources to help you every step of the way.



CUSTOMER EXPERIENCE TEAM

Monday – Friday 8am - 5pm (PT)

CONTACT US:

Call us at **800-852-3728**
 Email us at jafra-cares@jafra.com
 Send us a chat on **JAFRA.com**
 Join JAFRA Cosmetics on the Telegram App for updates, follow us on social media **@JAFRACosmetics** and join our community of Consultants & Leaders on JAFRA Beauty Insiders on Facebook.



SCAN THE QR CODE
 TO JOIN US ON JAFRA
 BEAUTY INSIDERS.

AT JAFRA,

COMMUNITY

IS AT THE HEART OF EVERYTHING WE DO



Follow @JAFRACosmetics on social media to learn more about our incredible products!



Together, we uplift and empower one another to create change by sharing **PRODUCTS** we love, **PROGRAMS** that inspire growth, **TOOLS** that support goals, and a **COMMUNITY** that celebrates your success every step of the way.

Because of you we've been
UNSTOPPABLE for 70 years

JAFRA
Unstoppable70

REQUIREMENTS AND COMMISSION BY TITLE

Central Branch Monthly Requirements for all Leadership Titles

To be commission-eligible each month, all titles must meet the following requirements:

- ✓ \$200 or more in your own Personal Retail Sales
- ✓ 5 or more Ordering Consultants, each with \$200+ Personal Retail Sales
- ✓ \$1,200 or more in Central Branch Retail Sales

LEGEND: CB= Central Branch / CD= Central District / TD = Total District
QNC = Qualified New Consultant

TEAM LEADER – GOLD SUPERVISOR

HIGH COMMISSION REQUIREMENT: 1 DIRECT + 1 INDIRECT QNC OR \$2,800 CENTRAL BRANCH RETAIL

Title	Direct Branches	Commission	High Commission	Generations Paid
Team Leader	0	8% CB	12% CB	Central Branch
Supervisor	1-3	9% CB 8% CD	13% CB 10% CD	Up to 1
Gold Supervisor	4-6	10% CB 9% CD 2% TD	15% CB 11% CD 4% TD	Up to 2

DIRECTOR – GOLD DIRECTOR

HIGH COMMISSION REQUIREMENT: 50% OR MORE OF DIRECT LEADERS SPONSOR 1 QNC

Title	Direct Branches	Commission	High Commission	Generations Paid
Director	7-9	11% CB 10% CD up to 3% TD	17% CB 12% CD up to 5% TD	Up to 3
Gold Director	10-14	13% CB 11% CD up to 4% TD	18% CB 14% CD up to 6% TD	Up to 4

REQUIREMENTS AND COMMISSION BY TITLE

AMBASSADOR – ROYAL AMBASSADOR

HIGH COMMISSION REQUIREMENT: 50% OR MORE OF DIRECT LEADERS SPONSOR 1 QNC

Title	Direct Branches	Commission	High Commission	Generations Paid
Ambassador	15-19	14% CB 12% CD up to 5% TD	19% CB 16% CD up to 7% TD	Up to 5
Gold Ambassador	20-25	15% CB 13% CD up to 6% TD	20% CB 18% CD up to 8% TD	Up to 6
Royal Ambassador	26 or more	16% CB 14% CD up to 7% TD	22% CB 20% CD up to 10% TD	Up to 7+

HOW TO MAINTAIN YOUR TITLE AND COMMISSION

How to Maintain Your Title All Leadership titles, from Team Leader to Royal Ambassador, must have \$200 or more in your own personal retail sales, 5 or more Ordering Consultants each with \$200 or more in personal retail sales, and \$1,200 or more in Central Branch retail sales each month. By meeting your Central Branch requirements in any given month, you ensure payment of commission on team sales for that month.

What happens if you do not meet your Central Branch maintenance requirements? Leaders who do not meet the Central Branch maintenance requirements during the evaluation month will forfeit their commission payment and any applicable bonuses for that month. Leaders who do not meet the Central Branch requirements for two consecutive months will forfeit their Leader status and applicable branches in their downline. The demoted Leader and Consultants in their Central Branch will be moved into the Central Branch of the upline Leader. Demoted Leaders may requalify for Leadership by requalifying as a Team Leader.

How is my commission on Team Sales evaluated? Commission is based on the title held as of the start of the month. Title changes—whether a promotion or demotion—go into effect on the start of the following month. This means you will be evaluated and paid based on your current title as of the start of the month, not on a title you achieve during the month.

How do you receive your commission payments? Commissions from sales on your JAFRA personal website will be paid weekly. Commissions on Team Sales will be paid once a month, within the first 3 business days. Commission on Team Sales is calculated based on your team's wholesale sales generated during the evaluation month, multiplied by the commission percentage based on your title at the beginning of the month. In compliance with tax reporting regulations, in order to receive Commission Payments, your JAFRA account must have a Social Security Number (SSN) or Taxpayer Identification Number (TIN) on file. Failure to provide this information will result in a delay of your commission payments.



To see all rules applicable to Consultants & Leaders of JAFRA Cosmetics USA, scan the QR code. Please submit inquiries by email to jafra-cares@jafra.com



Glossary

Active Consultant Status: A Consultant is considered Active if they have placed a Retail Order within the last 4 consecutive calendar months. To maintain an active JAFRA Consultant account, Consultants must place at least 1 retail order within a 12-month period. If no retail order is placed within 12 months, your status will change to Former, and you will need to re-enroll to access Consultant discounts.

Central Branch (CB): A Team Leader's entire group of personally direct or indirectly sponsored Consultants who have not become a Team Leader or higher.

Central District (CD): Your Central Branch plus your direct Leaders who have a Central Branch of their own.

Commission on Personal Retail Sales: As a JAFRA Consultant, you earn a commission up to 50% by selling JAFRA products to clients at retail price, while purchasing them at the wholesale price. New Consultants must sign JAFRA's Independent Consultant Agreement. All Consultants are required to adhere to the terms and policies outlined in this agreement, which is signed electronically during the online enrollment process.

Consistent Qualified Consultant (CQC): Consultant with Personal Retail Sales of at least \$200 each month for the prior 3 consecutive months.

Contest Qualified New Consultant (CQNC): a new consultant who meets the qualification criteria for a specific contest – please refer to contest guidelines.

Direct Consultant: A Consultant that was directly sponsored by another Consultant.

Former Leader (FL): A Consultant who previously held a Leadership title.

Indirect Branch: A group promoted by a direct or indirect Leader.

Indirect Consultant: Consultants who are Sponsored by your Direct Consultants, as well as any Consultants Sponsored by your Indirect Consultants.

New Consultant: A Consultant, in their first month, who completed the enrollment process on JAFRA.com and agreed to the terms of the New Consultant Agreement and JAFRA Policies and Procedures.

Not Yet Active Status: A Consultant who agreed to the Independent Consultant Agreement and has not placed a Retail Order. If no retail order is placed within 3 consecutive months following your join month, your status will change to Former and you will need to re-enroll to access Consultant discounts.

Ordering Consultant: A Consultant who has purchased any amount of Retail in the current month.

Qualified New Consultant (QNC): A New Consultant who reaches \$200 or more in Personal Retail Sales in the month they join.

Qualified Ordering Consultant (QOC): Consultant with Personal Retail Sales of \$200 or more in the month.

Retail Sales: The amount before the Consultant's personal discount percentage has been applied.

Sponsor: The action of a Consultant inviting another person to join JAFRA as an Independent Consultant including agreeing to the terms of the New Consultant Agreement and JAFRA Policies and Procedures.

Sponsoring Consultant: A Consultant who directly sponsors 1 or more Qualified New Consultants in the month (evaluated monthly).

Sponsoring Leader: A Consultant with a Leader title who directly sponsors 1 or more Qualified New Consultants in the month (evaluated monthly).

Total District (TD): Your Central Branch and Central District, plus Indirect Leaders (Gen 3+) with a Central Branch.

VIP Consultant: A Consultant who has \$400 or more in retail sales each month, for 3 or more consecutive months.

Wholesale Sales: The sales amount after the Consultant's personal discount percentage has been applied.



Love the products? Unlock the opportunity.

JOIN JAFRA TODAY

Become a Consultant and get paid to share, sell, and grow your own beauty business.

STEP 1: Contact your JAFRA Consultant

Ask your Consultant for the link to their personalized enrollment page. Or, select their name at checkout.

Consultant Name: _____

Website: _____

Phone Number: _____

STEP 2: Sign up at JAFRA.com

When you join JAFRA as a Consultant, you get:

- ✓ 45% discount in your first 3 months
- ✓ Super discounted New Consultant Product Packs
- ✓ Your own personal Web Store
- ✓ Free Shipping on your enrollment order

Start saving, start earning*, and start enjoying the advantages of being a JAFRA Consultant - exclusive rewards, up to 50% product discounts, incentive trips, VIP Club benefits, special promotions, and more!

Your enrollment order consists of the JAFRA products and any optional New Consultant Packs selected at the time of enrollment when you agree to the Independent Consultant Agreement.

HIGHER DISCOUNTS & COMMISSIONS

NEW CONSULTANTS

45% OFF THEIR FIRST 3 MONTHS

UNLOCK 50% OFF*:

MONTH 1	Reach \$400 retail sales	»	get 50% OFF Month 2
MONTH 2	Reach \$400 retail sales	»	get 50% OFF Month 3
MONTH 3	Reach \$400 retail sales	»	get 50% OFF Month 4 as a VIP (check pages 6-7)

*Must reach \$400 retail in the month you join and each consecutive month to get 50% discount.

JAFRA CONSULTANTS & LEADERS

50% OFF

UNLOCK BY ANY ONE OF THESE:

- Sponsor 1 direct Qualified New Consultant (QNC) with \$200 or more in retail sales in the previous month.
- Become a VIP (\$400+ in personal retail sales each month, for 3 consecutive months)

45% OFF

- Have \$200+ in personal retail sales each month for the last 3 consecutive months

40% OFF

- Standard Consultant discount

JOIN THE VIP CLUB To enjoy exclusive rewards, early product drops, and a 50% discount! See pages 6-7 for details.

HERE'S HOW:

- MONTHS 1-3:** Reach \$400 in retail sales each month.
- MONTH 4:** You're a JAFRA VIP—enjoy 50% off!

INCREASED EARNINGS - Grow your team, level up to leadership, and earn on their sales too. Plus, qualify for car bonuses, life insurance, training retreats, incentive trips and more!

	TEAM LEADER	SUPERVISOR	GOLD SUPERVISOR	DIRECTOR	GOLD DIRECTOR	AMBASSADOR	GOLD AMBASSADOR	ROYAL AMBASSADOR
Direct Branches in Central District	0	1-3	4-6	7-9	10-14	15-19	20-25	26 or more

COMMISSION FOR ACTIVE LEADERS

Your Commission is calculated on your Team's Wholesale Sales multiplied by your achieved commission percentage.

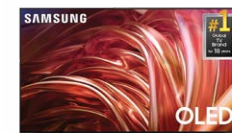
Gen 0: Central Branch	8% or 12%	9% or 13%	10% or 15%	11% or 17%	13% or 18%	14% or 19%	15% or 20%	16% or 22%
Central District Gen 2: Directly Promoted Branches		8% or 10%	9% or 11%	10% or 12%	11% or 14%	12% or 16%	13% or 18%	14% or 20%
Gen 3: First Line Indirect Branches			2% or 4%	3% or 5%	4% or 6%	5% or 7%	6% or 8%	7% or 10%
Gen 4: 2nd Line Indirect Branches				2% or 3%	3% or 4%	4% or 5%	5% or 6%	6% or 8%
Gen 5: 3rd Line Indirect Branches					1% or 2%	2% or 3%	3% or 4%	4% or 5%
Gen 6: 4th Line Indirect Branches						1% or 2%	2% or 3%	3% or 4%
Gen 7: 5th Line Indirect Branches							1% or 2%	2% or 3%
Gen 8+: 6th Line and Beyond Indirect Branches								0% or 1%

All programs and rewards are subject to change. Commission percentages shown represent the minimum and maximum amounts that can be earned. The maximum amounts are contingent upon meeting the Central Branch requirements and the High Commission requirements. To see rules applicable to JAFRA Consultants and Leaders in the United States of America visit JAFRA.com. Always refer to the digital Purple Guide on JAFRA.com for the most current and up-to-date information, as content may be updated periodically. Generating sales compensation as a JAFRA Consultant requires time, effort, and dedication. Your success will also be influenced by your skills, talents, and leadership abilities. Please note that financial success is not guaranteed, and results may vary significantly among participants.



JAFRA REWARDS POINTS - Treat yourself to something you'll love! Earn points for:

- Your first 3 months as a New Consultant
- Personal Sales & Sponsoring Activity
- For reaching VIP milestones
- Becoming a New Leader
- Growing Your Group
- Promoting New Leaders
- Building Teams



CONSULTANTS & LEADERS
SCAN HERE FOR
MORE

AT
JAFRA

OUR MISSION IS SIMPLE...

**To provide everyone with the
opportunity to build a beautiful life.**

**Great Products
+
Great Programs & Tools
+
Great Community
=
SUCCESS!**

Andres Campos

CEO BEFRA

Maria Gordon

CCO JAFRA Cosmetics

Everything you need to thrive is in your hands—giving
you the power to shape your success and reach your
dreams. At JAFRA, we believe in
THE FREEDOM TO BE YOU.